

Fig. 1

INDUSTRY EXPERT

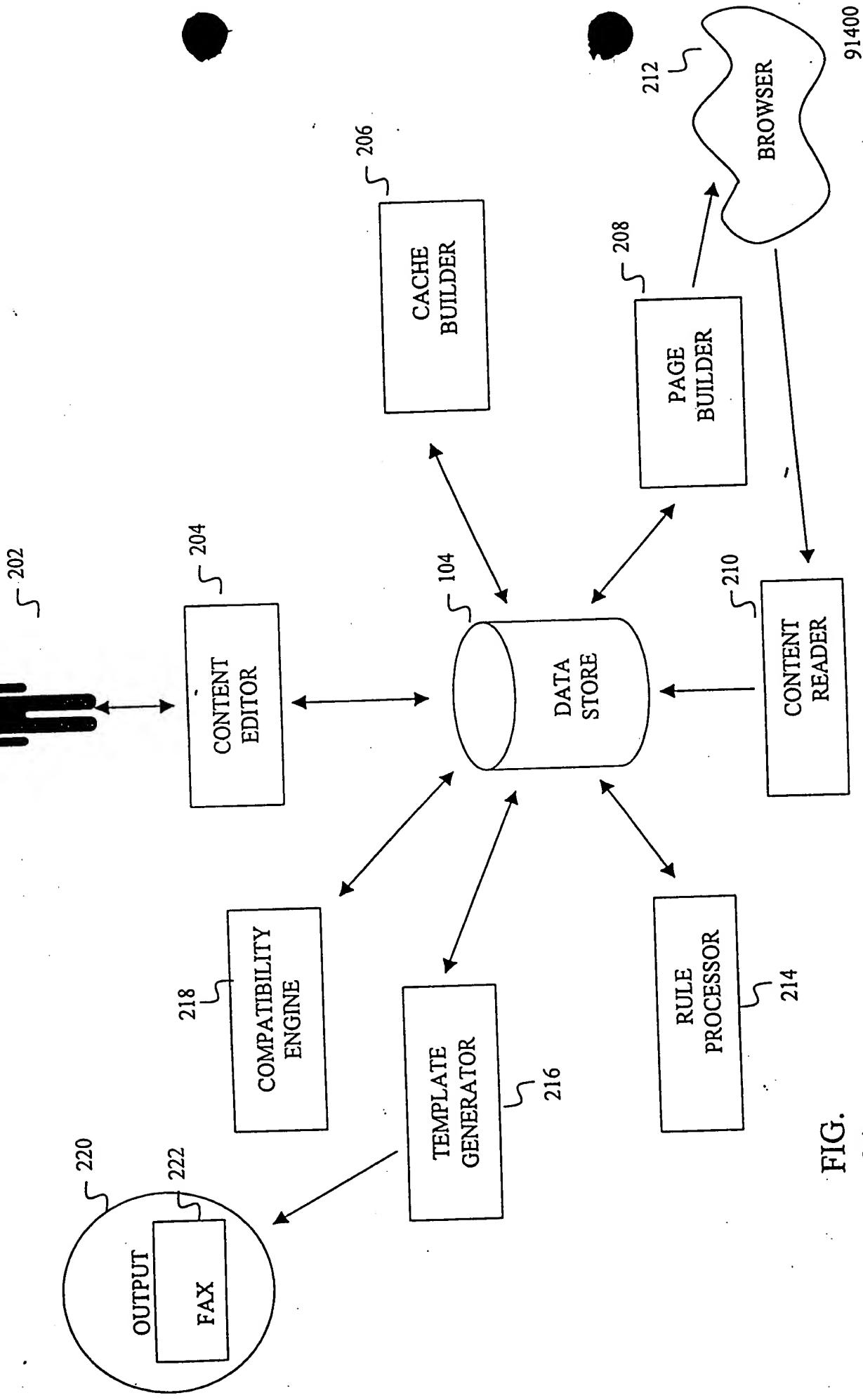


FIG.  
2A

91400

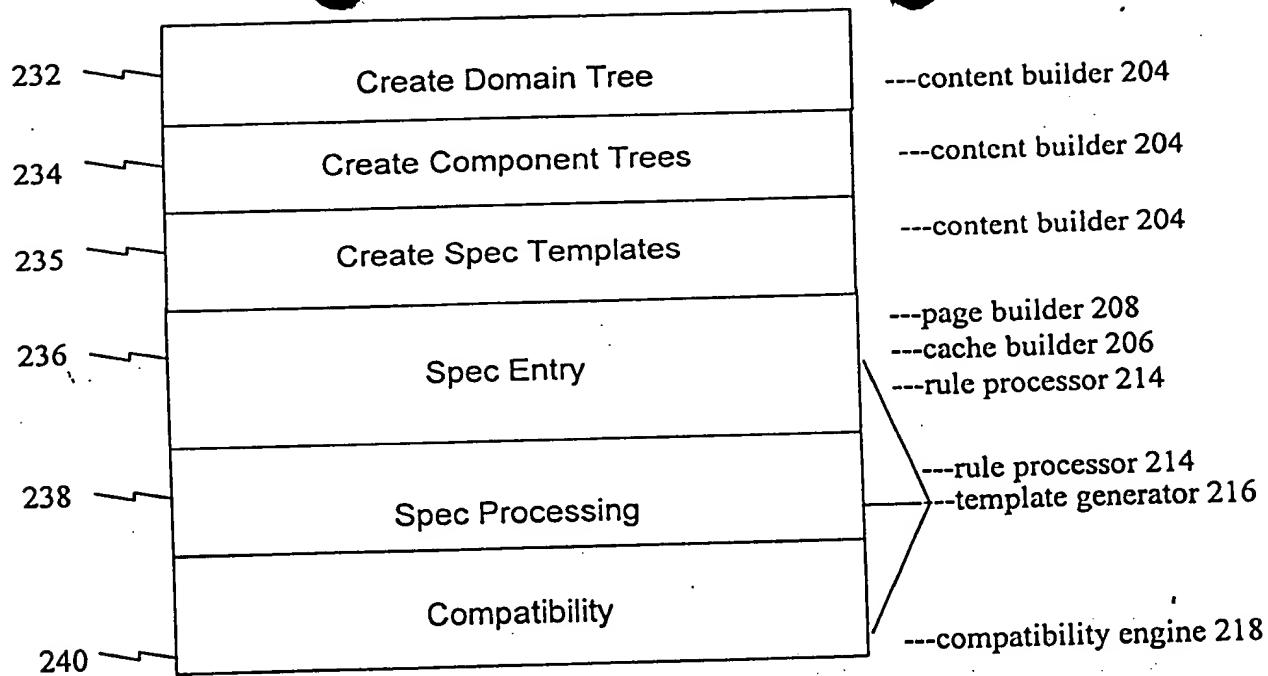


FIG. 2B

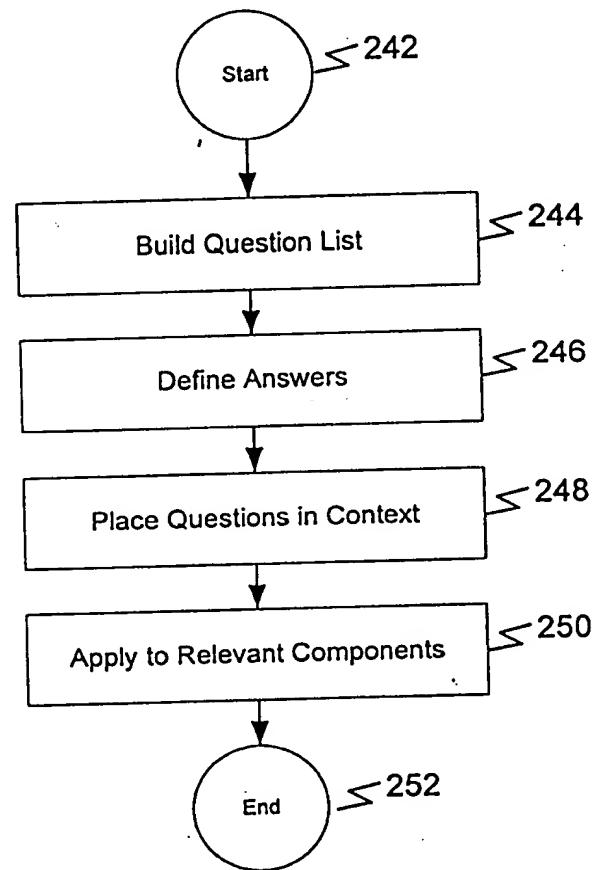
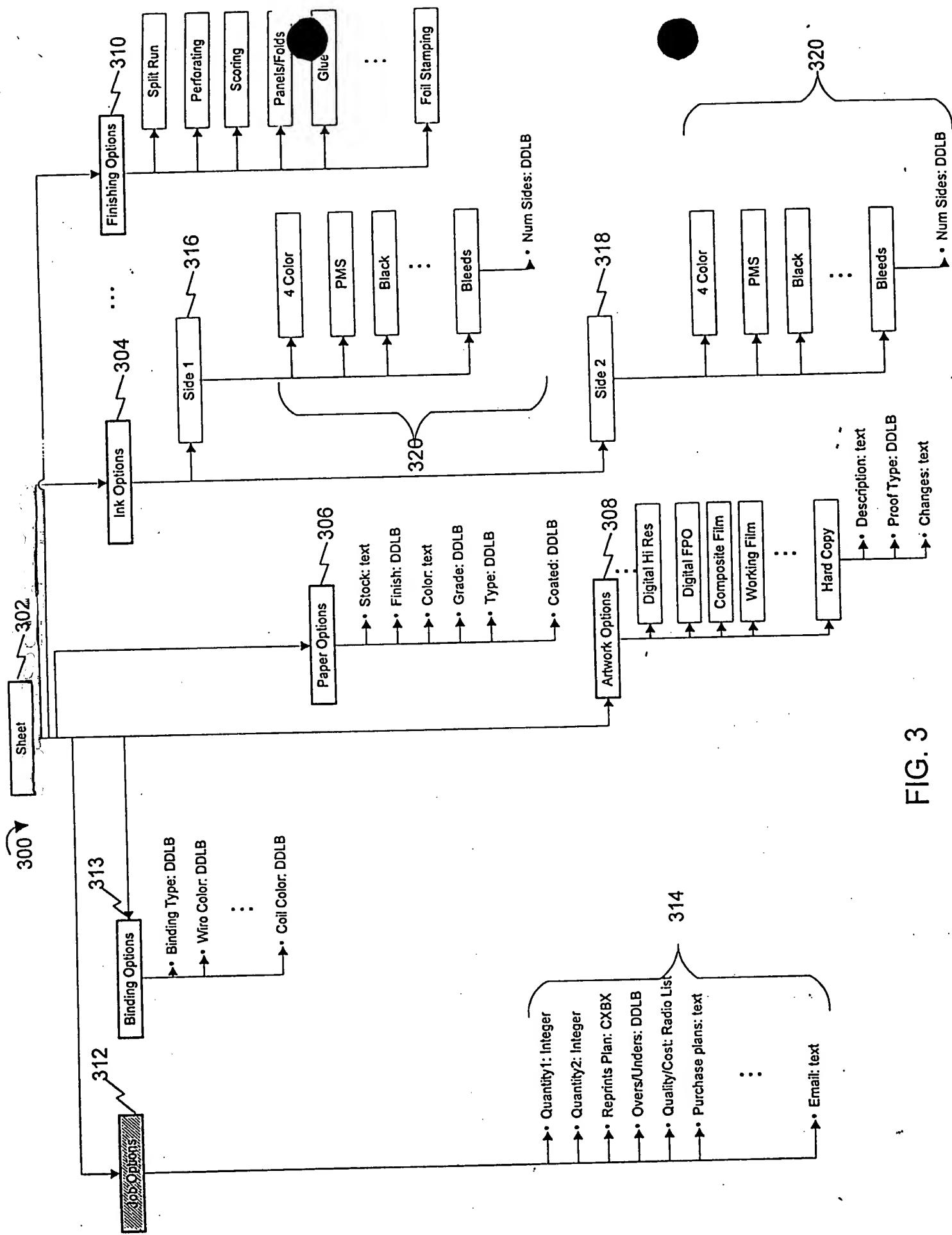
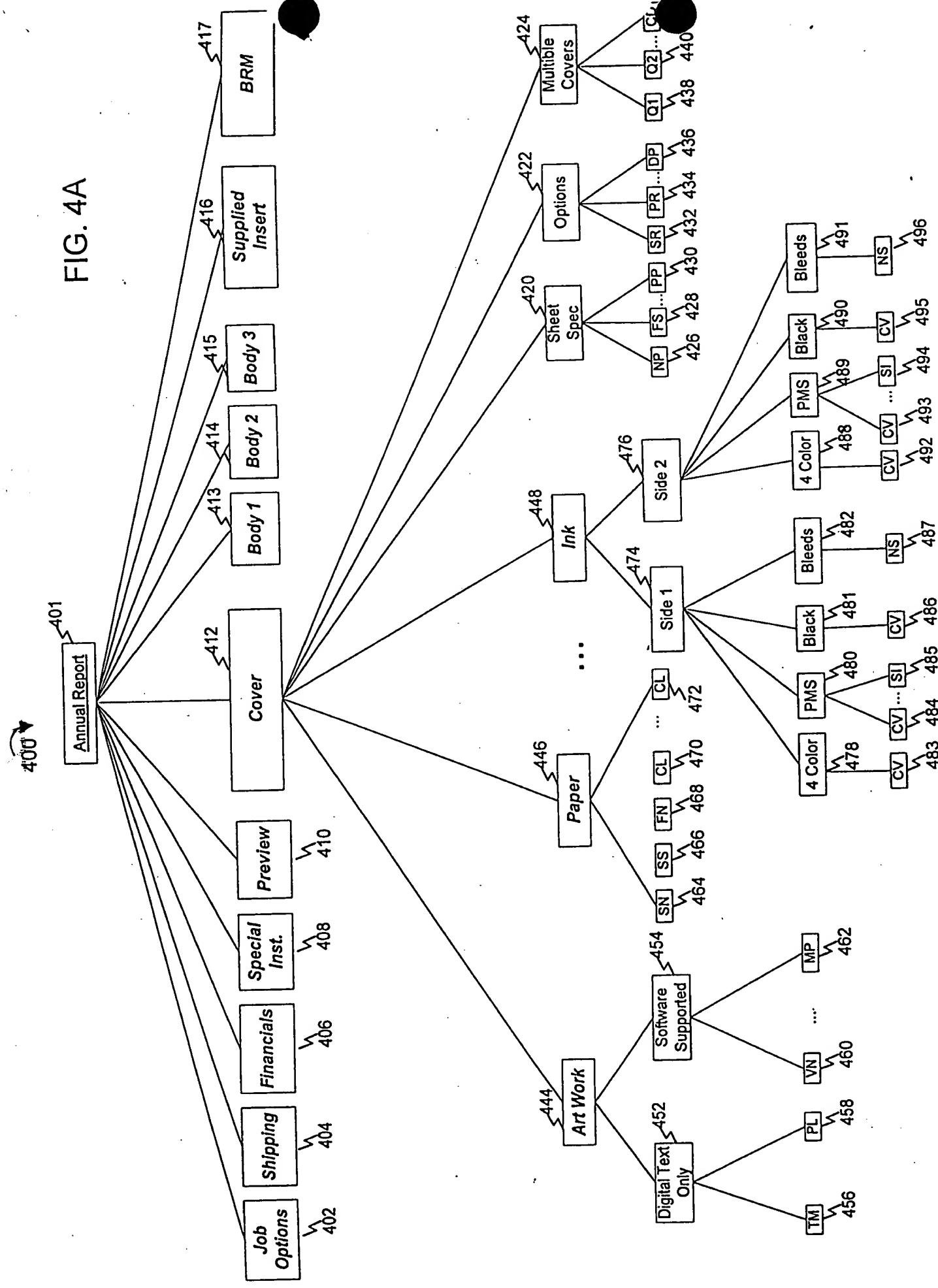


FIG. 2C



3  
E  
G

FIG. 4A



Spec Name:

701  
Annual Report

437

File Under:

Form Testing - DO NOT SUBMIT RFQs

Start Date:

[ ]

End Date: [ ]

Limit Access:

Add to My Page:  Yes  No

429  
} # of Bodies:

3  ~ 419

# of Supplied Inserts:

1  ~ 421

# of Dbl. Panel B/Cards Inserts:

0  ~ 423

# of BRC/BRM Inserts:

1  ~ 425

# of Single Panel B/Cards:

0  ~ 427

[OK] [Cancel]

\*Indicates Required Information

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FIG. 4B

502  
Annual Report ~ 502

Job Options ~ 504

Cover ~ 506

Artwork }

Paper }

Ink }

Finishing }

Body 1 ~ 508

Artwork }

Paper }

Ink }

Finishing }

Body 2 ~ 510

Artwork }

Paper }

Ink }

Finishing }

Body 3 ~ 512

Artwork }

Paper }

Ink }

Finishing }

Supplied Insert ~ 514

Dbl Panel B/Card 1 ~ 516

Artwork }

Paper }

Ink }

Finishing }

Dbl Panel B/Card 2 ~ 518

Artwork }

Paper }

Ink }

Finishing }

BRM ~ 520

Artwork }

Paper }

Ink }

Finishing }

Shipping ~ 522

Financials ~ 524

Special Instr. ~ 526

Preview ~ 528

FIG. 5

✓ 600

SourceFinder - A Better Way To Buy - Microsoft Internet Explorer

File Edit View Go Favorites Help

Suggestions

SourceFinder  www.sourcefinder.com

SmartSpec ID: 4064

Annual Report ~601

Job Options ~606

Cover ~608

Artwork ~611

Paper ~612

Ink ~613

Finishing

Body ~610

Artwork

Paper

Ink

Finishing ~614

Shipping

Financials

Special Instr

Preview

Annual Report - Cover - Paper ~618

Stock Name (Optional):

Specialty Stock:

Finish: Select  ~612

Color:

Grade: Select

Weight/Caliper: Select

Type: Select

Coated: Select

Save/Continue

Save/Go To Project Mgmt

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F/G. 6

Sheet Specs ~710

Number of pages:  ~718

Finished Size:  ~720

Custom Size:

Printing Method:

Pre-press Supplied:  ~722

Options ~712

Split Run ~724

Perforating ~726

Scoring

Panels/Folds

Glue

Pockets/Flaps

Foil Stamping

Embossing

Die Cutting

Coating

Drilling/Punching ~728

Multiple Covers ~714

Cover 1 Qty:  ~730

Cover 2 Qty:  ~732

Cover 3 Qty:

Cover 4 Qty:

Cover 5 Qty:

Cover 6 Qty:

Cover Description:

~734

708

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FIG. 7

Digital/Text Only ~ 807

Transportation Media:

Platform:

808

Software Supported ~ 806

Quark 810

Version #:

PageMaker

Version #:

Frame Maker

Version #:

Photoshop

Version #:

Illustrator

Version #:

Freehand

Version #:

Other Application

Name and Version #:

Output Size:

Other Output Size:

Proof Type:

Multiple Proofs Needed:

812 ~

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FIG. 8

SmartSpec ID: 4064  
Annual Report - Cover - Paper

Stock Name (Optional):

### Specialty Stock:

Finish: **Select** 

Color:

Grade:

Weight/Caliper:  

Type:  

Coated:  

906

**Saver/Continue**

Save / Go To Project Mgmt

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FIG. 9

卷之三

~10C

Side 1 ~1004  
4-color Process ~1008

4-Color Process  
Coverage: Select

} 1016

PMS ~1010

PMS

Coverage: Select

Number of PMS Colors: Select

PMS Color:

PMS Color:

PMS Color:

PMS Color:

PMS Color:

PMS Color:

Specialty Inks:

} 1018

Black ~1012

Black

Coverage: Select

} 1020

Bleeds ~1014

Number of Sides: Select ~1022

Side 2 ~1006

4-color Process

4-Color Process

Coverage: Select

PMS

PMS

Coverage: Select

Number of Colors: Select

PMS Color:

PMS Color:

PMS Color:

PMS Color:

PMS Color:

PMS Color:

Specialty Inks:

Black

Black

Coverage: Select

Bleeds

Number of Sides: Select

Save/Continue

Save/Go To Project Manager

FIG. 10

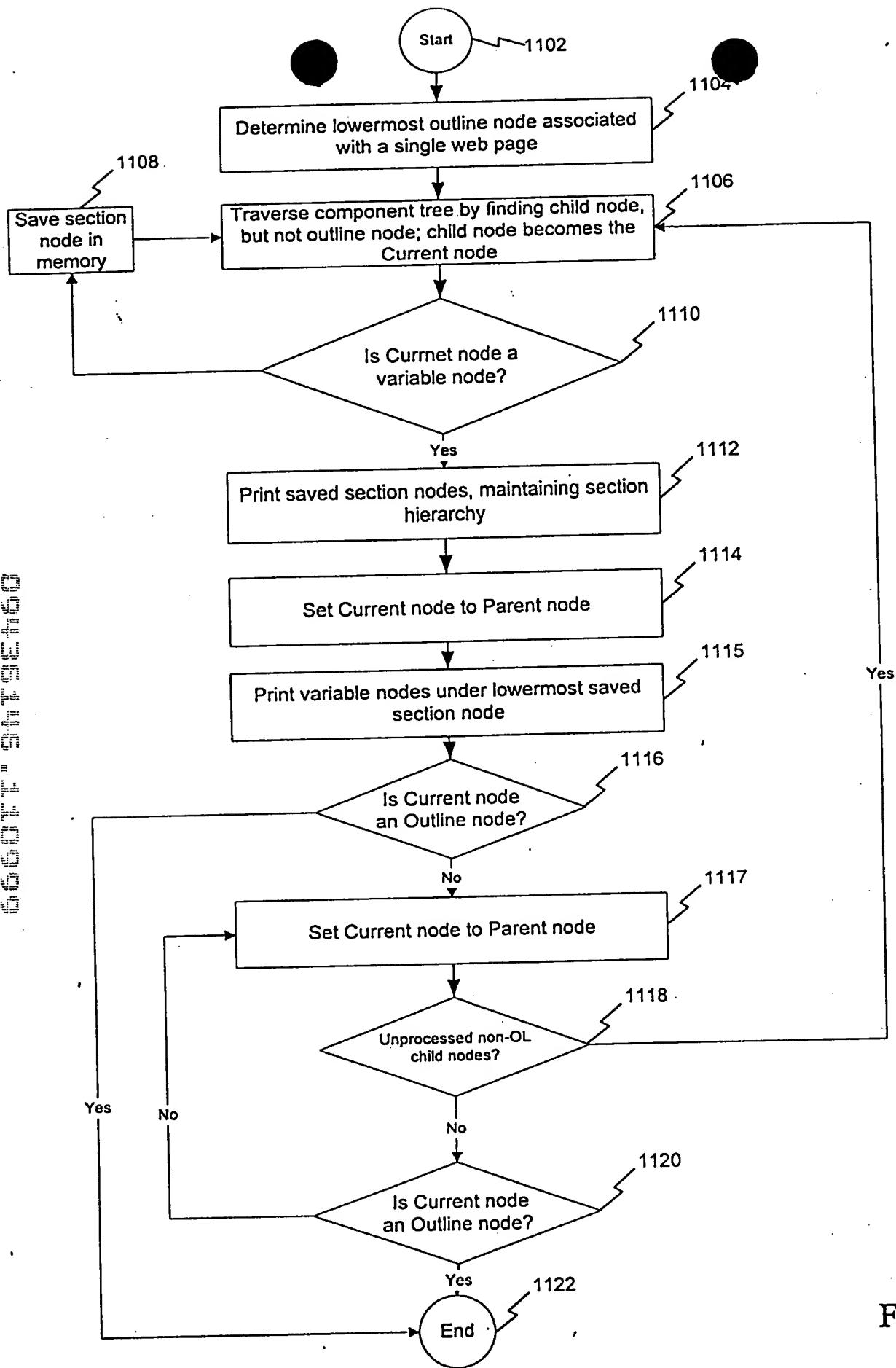
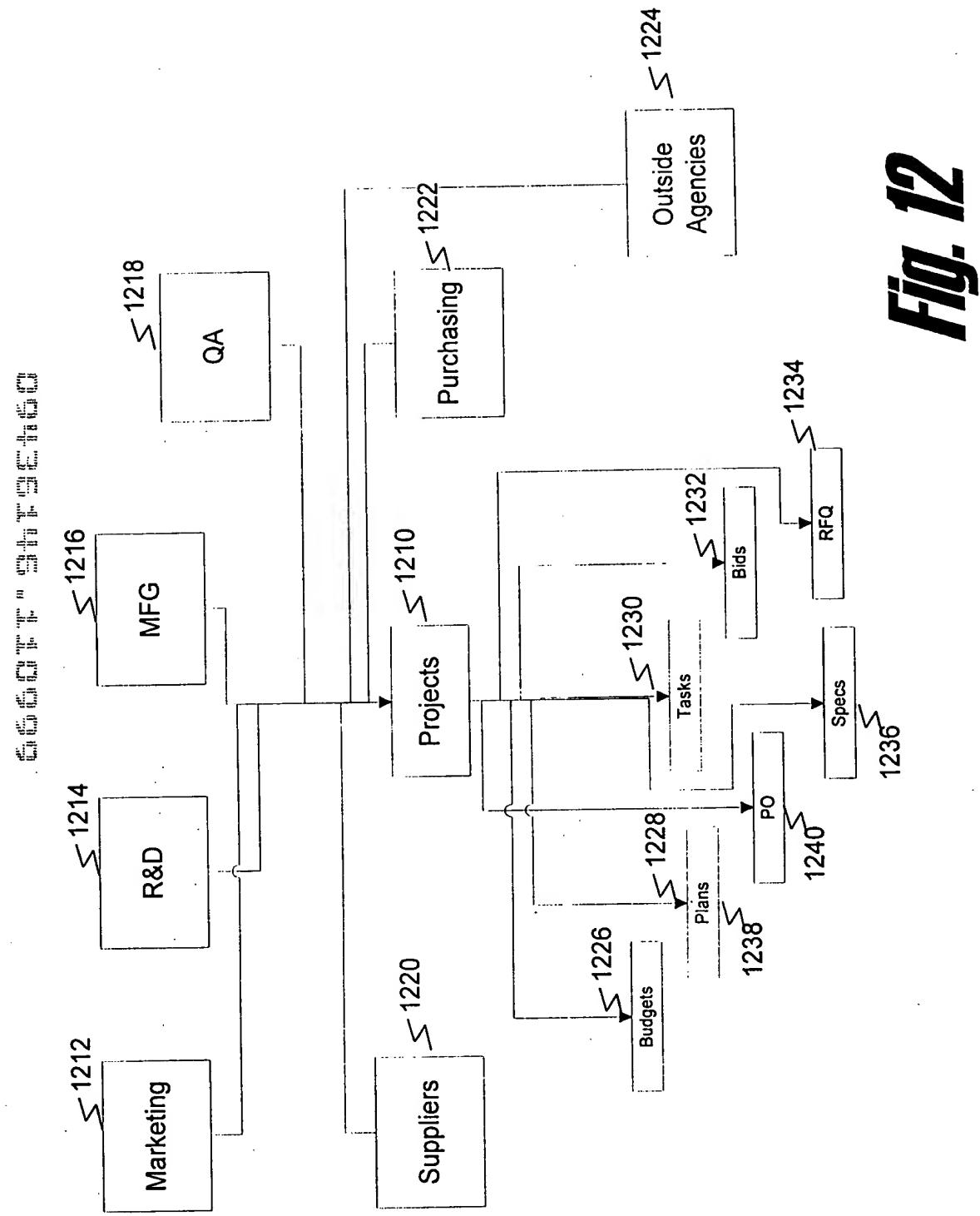
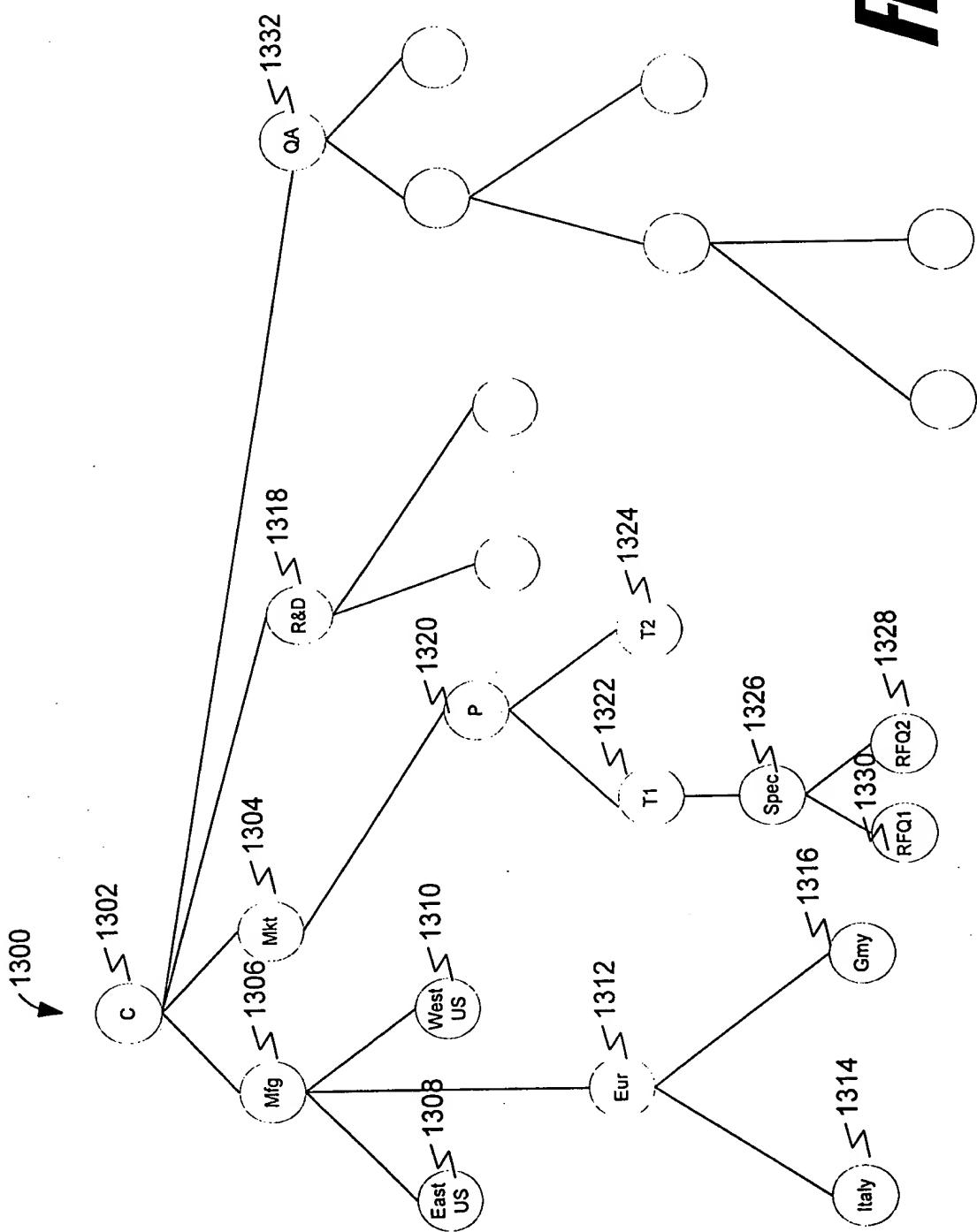


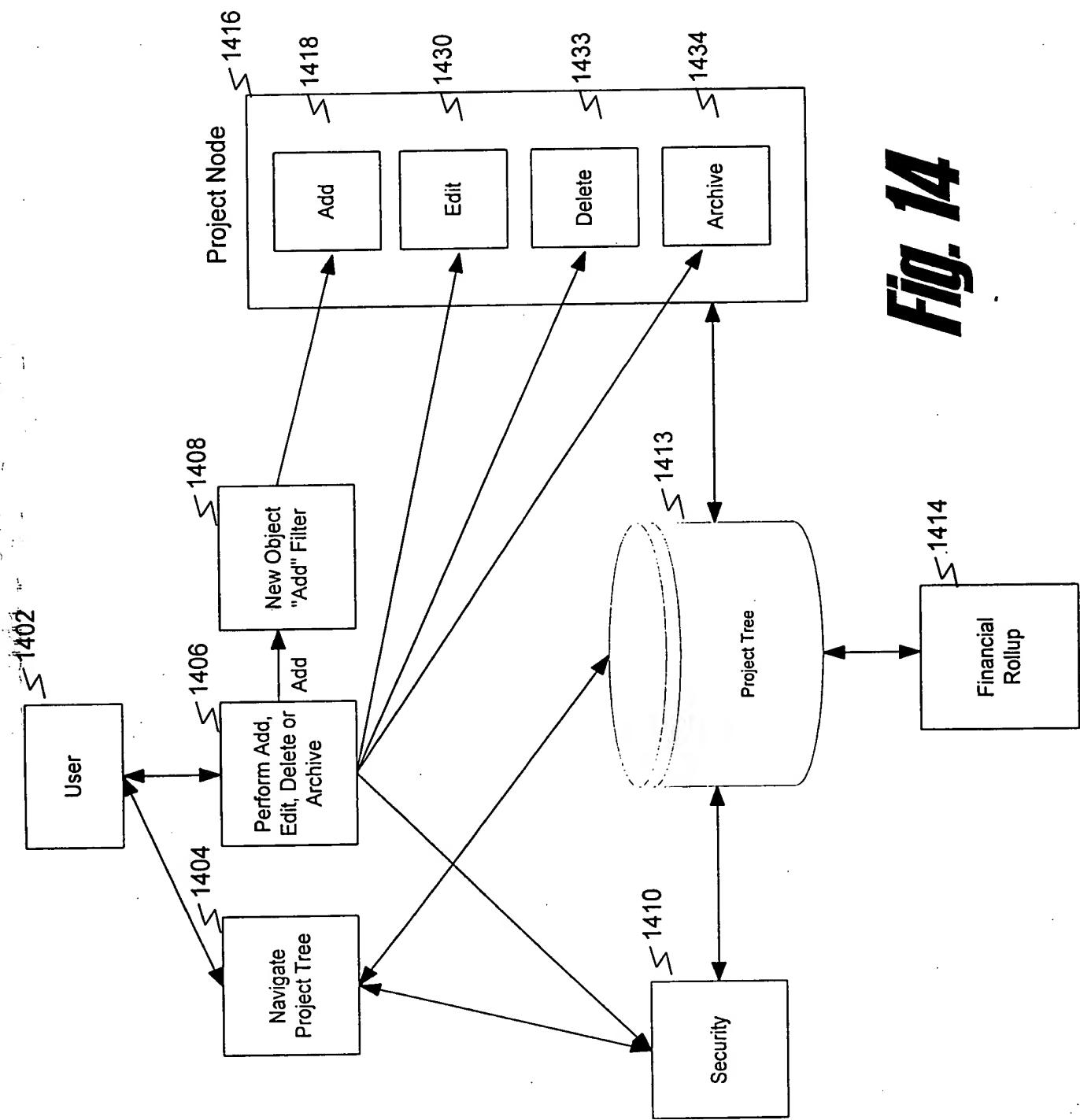
FIG. 11



**Fig. 12**

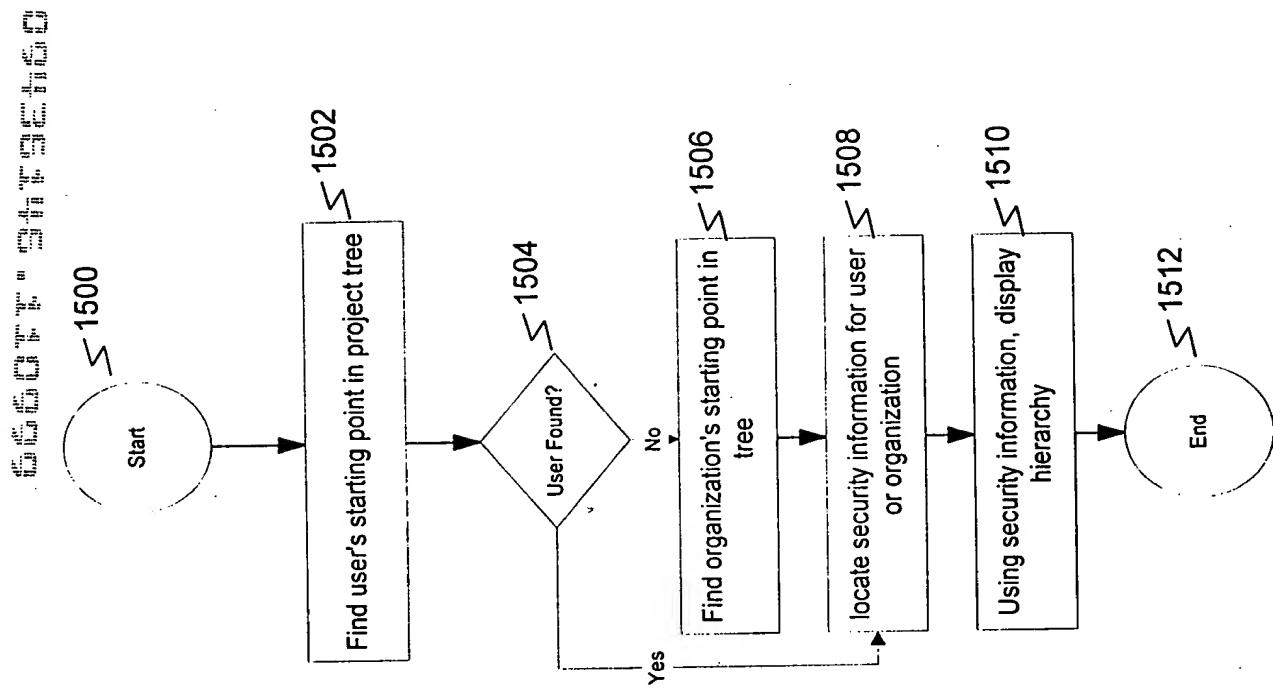
Fig. 13



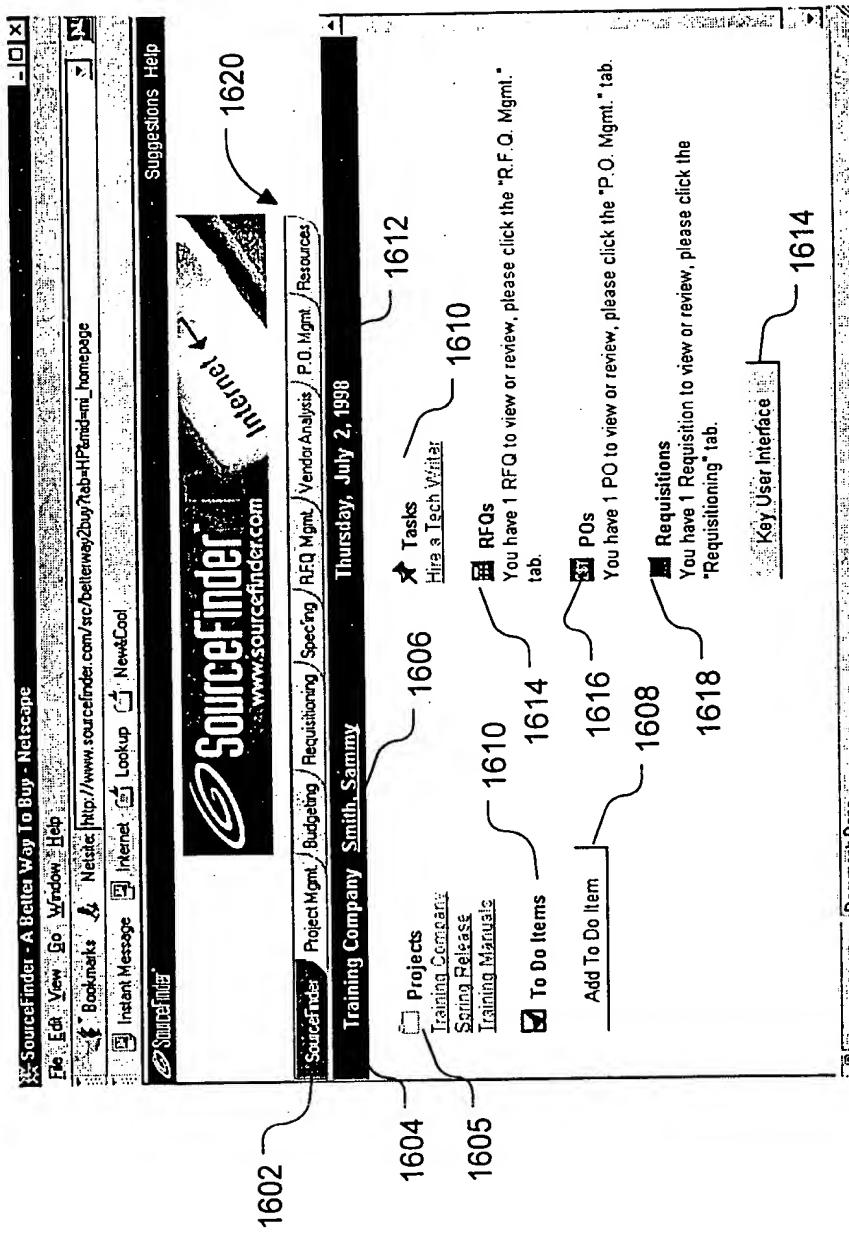


**Fig. 14**

**Fig. 16**



# Fig. 16



1701

1702

1704

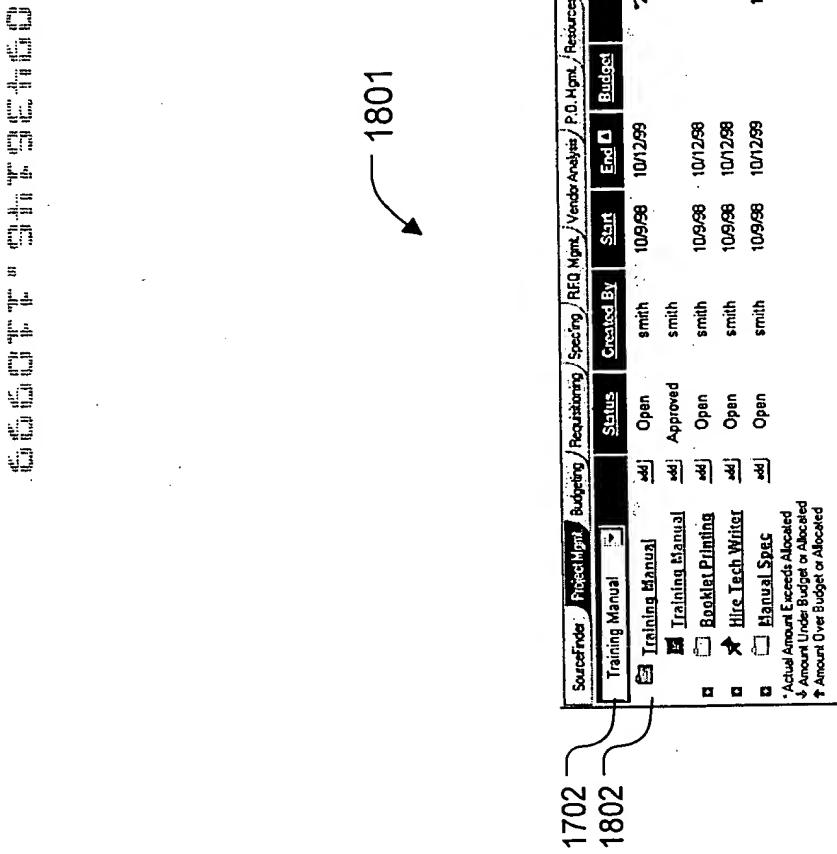
Source/Order : Project Manager Budgeting / Requisitioning / Specifying / RFO Manager / Vendor Analysis / P.O. Manager / Resources

Project Name	Category	Status	Created By	Start	End	Budget	Alloc.	Actual
<b>Training Two</b>								
Marketing Projects	Open	smith	10/9/98	11/1/98	100,000	50,000	50,000	250
New Release	Open	smith	10/9/98	11/1/98	50,000	45000	45000	250
Training Manual	Open	smith	10/9/98	10/12/98	25,000	5000	5000	19,500
Training Manual	Approved	smith	10/9/98	10/12/98	10,000	10,000	10,000	4,500
Booklet Printing	Open	smith	10/9/98	10/12/98	5,000	5,000	5,000	4,500
Hire Tech Writer	Open	smith	10/9/98	10/12/98	15,000	15000	15000	15,000
Manual Specs	Open	smith	10/9/98	10/12/98	15,000	15000	15000	15,000
User Manual v.2.0	Awarded	smith	10/9/98	11/15/98	15,000	15000	15000	15,000

\*Actual Amount Exceeds Allocated  
↓ Actual Under Budget or Allocated  
↑ Actual Over Budget or Allocated

Fig. 17

# Fig. 18



1901

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File Edit View Go Windows Help

SourceFinder Internet Search Look Up NewCode

SourceFinder

SourceFinder - www.SourceFinder.com

ProjectManagement / Budgeting / RFPing / VendorAnalysis / P/L / Negot. / Resources

Sarah Smith @ Training Two 10/12/1998

Created By: Email: [Sarah.Smith@SourceFinder.com](#)

Load Spec: [SourceFinder](#)

Supplier Name: 1902 1903 1904

Click on a Quantity to Award Bid

Unit Price	1,200	1,000	2000	3000
Die Costs	NULL	NULL	NULL	NULL
Ship Costs	NULL	NULL	NULL	NULL
Mail/Postage	NULL	NULL	NULL	NULL
Storage Costs	NULL	NULL	NULL	NULL
Import Duties	23.00	29.00	36.00	
Sales Tax				
Total Price	1,253.00	2,049.00	2,855.00	

\*Supplier Added Additional Price Break-Outs

Prices Good For: 30 Days

Supplier Comments: Samples will be sent to Buyer, as requested.

SourceFinder

Fig. 19

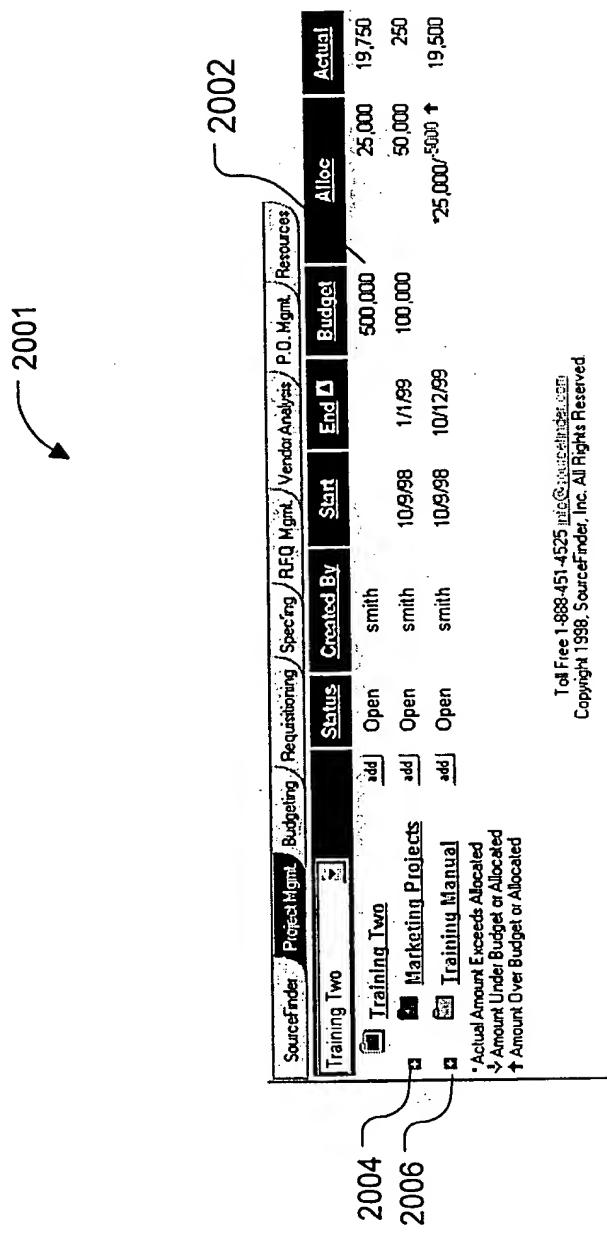


Fig. 20

# Fig. 21

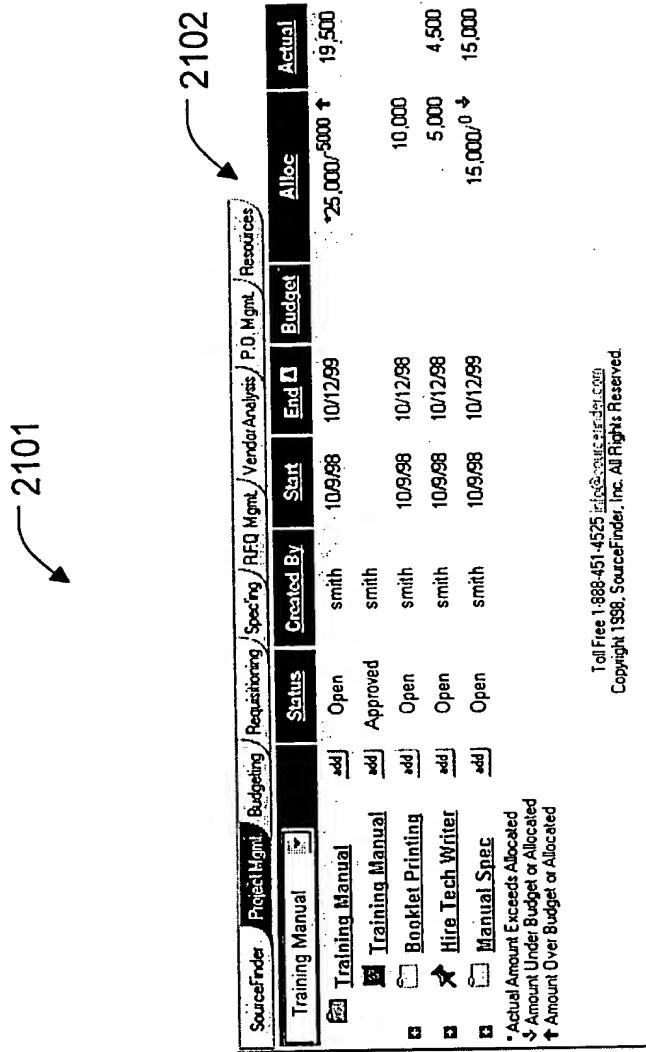


Fig. 22

2201

The screenshot shows the SourceFinder software interface. At the top, there is a menu bar with File, Edit, View, Go, Window, Help, and a toolbar with Back, Forward, Home, Search, Guide, Print, Security, and Stop. Below the toolbar is a bookmarks bar with a link to 'http://www.sourcefinder.com/scr/BuildingBlocks/11/index.aspx'. The main window has a title bar 'SourceFinder' and a sub-header 'Training Manual'. The interface includes a navigation bar with Project Home, Budgeting / Planning, Spec'ng / RFP Mgmt., P.O. Mgmt., and Resources. A sidebar on the left lists projects: Training Manual, Booklet Printing, Booklet Software Insert, Hire Tech Writer, Hire Tech Writer, Manual Spec, User Manual v2.0, User Manual v2.0, User Manual v2.0, and User Manual v2.0. The main content area shows a table for the 'Training Manual' project:

Training Manual	Status	Created By	Start	End	Budget	Alloc	Actual
Training Manual	Open	smith	10/9/98	10/12/98	25,000	5000	19,500
Booklet Printing	Approved	smith	10/9/98	10/12/98			10,000
Booklet Software Insert	Open	smith	10/10/98	11/10/98			
Booklet Software Insert	Complete	smith	10/10/98	11/10/98			
Hire Tech Writer	Sent	smith	10/9/98	10/15/98			
Hire Tech Writer	Open	smith	10/9/98	10/12/98			5,000
Hire Tech Writer	Open	smith	10/9/98	10/12/98			4,500
Manual Spec	Open	smith	10/9/98	10/12/98			15,000
User Manual v2.0	Awarded	smith	10/12/98	11/15/98			15,000
User Manual v2.0	Awarded	smith	10/12/98	10/14/98			15,000
User Manual v2.0	Issued PO	smith	10/12/98	11/15/98			15,000
User Manual v2.0	Open	smith	10/12/98	11/15/98			15,000

At the bottom of the interface, there is a footer with a link to 'http://www.sourcefinder.com/scr/BuildingBlocks/11/index.aspx'.

Fig. 23

2301

2304

2306

2302

View Cost Center Amounts for Marketing Projects.

Cost Center	Budgeted Amt.	Budgeted %	Allocated Amt.	Allocated %	Actual Amt.
Cost Center A	5000.00	50	2500.00	50	0.00
Cost Center B	5000.00	50	2500.00	50	0.00
Un-Assigned	0.00	0	0.00	0	250.00
<b>Total:</b>	<b>10000</b>	<b>100</b>	<b>5000</b>	<b>100</b>	<b>250</b>

Numbers in red indicate amounts that are allocated over the budgeted amount

OK | Edit Allocations

Document Done

# Fig. 24

2401

2402

View Cost Center Amounts  
View the Cost Center(s) for New Release.

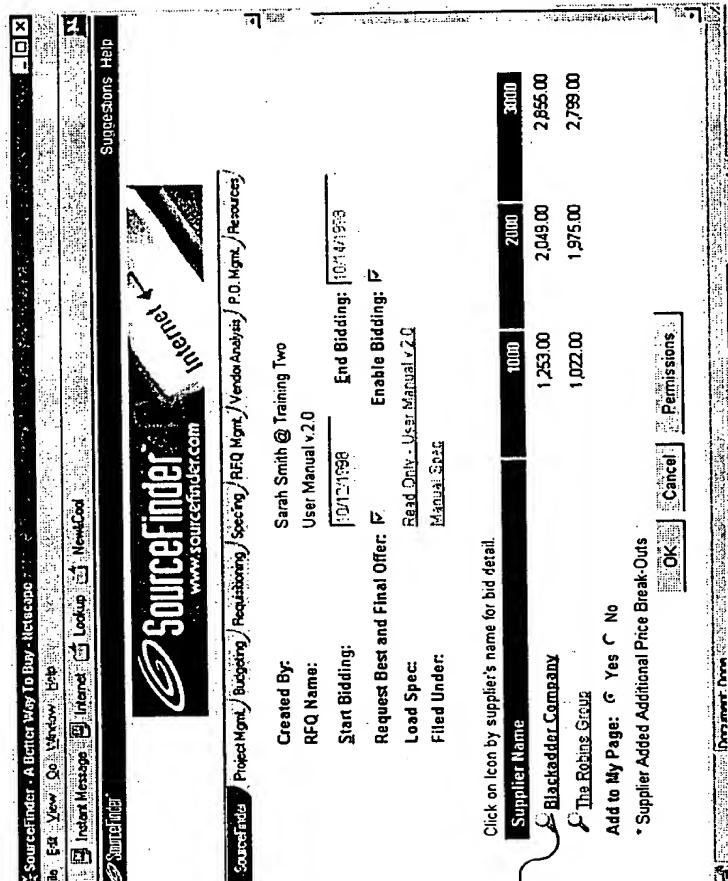
Cost Center	Allocated Amt.	Allocated %	Actual Amt.	
Cost Center A	25000.00	24750.00	50	0.00
Cost Center B	25000.00	24750.00	50	0.00
Un-Assigned	0.00	0	250.00	250
<b>Total:</b>	<b>60000.00</b>	<b>100</b>		

↓ Amount Under Allocated Amount  
↑ Amount Over Allocated Amount

OK | Edit Allocations

Document Date: 10/10/2000

Fig. 25



2502

2501

கோட்டை முதல் தெரு முதல் தெரு முதல் தெரு முதல் தெரு

2601

RFQ Detail		Fields Standard @ Fruit Salad Little . 10/05/04		
<b>Buyer</b> 1665 Training Company		<b>Supplier</b> NCO International		
Quantity 1		Naming Convention 10398	101898	70
Send Samples	Yes	Letterhead Flat Size	8.5x11	
Page Count	750	Final Size Quantity 2	8.5x11 1000	
Quantity 3	50000	Artwork/Proofs	Mac Illustrator v7.0 - you should have file from previous job. No copy changes.	
Paper Stock	anisotropic white, 60lb text. Acid Free	Job Due (mm/dd/yy)	2/2 color process. PMS 145, heavy coverage. bleed on one side, black/light coverage. 10/18/98	
Shipping Instructions	Send UPS overnight to Corporate Office, 11440 W. Bernardo Cr San Diego, CA 92127 Attn: Jim	Contact	Have Supplier Call	
Special Instructions	please call for press check and when job has been shipped. Contact Jim x 23	Fax # (Required)	619-676-050	
E-mail	jim@sourcefinder.com			
<b>Attachments</b> <a href="#">View</a> <a href="#">Edit</a> <a href="#">Print</a> <a href="#">Delete</a>				
<a href="#">Return To Previous Page</a>				

Fig. 26

2701

RFQ's	Bids	Maintenance	Jobs	RFQ's	Bids	Maintenance	Jobs
<b>Open Bids:</b>							
<b>RFQ's Client</b>							
1385	The Leland Brothers				RFQ: New Manual (View Spec)	8/20/98	09/1/98
1399	The Leland Brothers				RFQ: Annual Report (View Spec)	8/26/98	09/1/098
1358	The Leland Brothers				RFQ: 1st Magazine - Sell Cover View Spec	8/26/98	8-18-98
1463	The Leland Brothers				RFQ: Fallout Test (View Spec)	9/8/98	10/30/98
1516	The Leland Brothers				RFQ: Friday Magazine (View Spec)	9/11/98	189.32
1463	The Leland Brothers				RFQ: Fallout Test#2 (View Spec)	9/8/98	189.32
1654	Training Company				New Moose Letter (View Spec)	10/1/98	300.00

Click on the 'Client' or 'Bid' to view the detail of each.

Fig. 27

# Fig. 28

Top, Turnip @ Vegetable Garden, 105988

Open Jobs:

Jobs Bids Maintenance

Jobs With Job Number  Like [12] List Go

All jobs with Job Number like '12%'

ID	Client	Job	Status	Due Date	Owner
1423	The Leland Brothers	JOB: RFQ: Match Please (View Spec)	1235	09/12/98	HNK
1617	Training Company	RFQ: Reorder-Letterhead (View Spec)	125-98	10/18/98	SS

2801

2802

**Life Cycle Flow Chart**  
**Brochure Purchase – New Product Release**

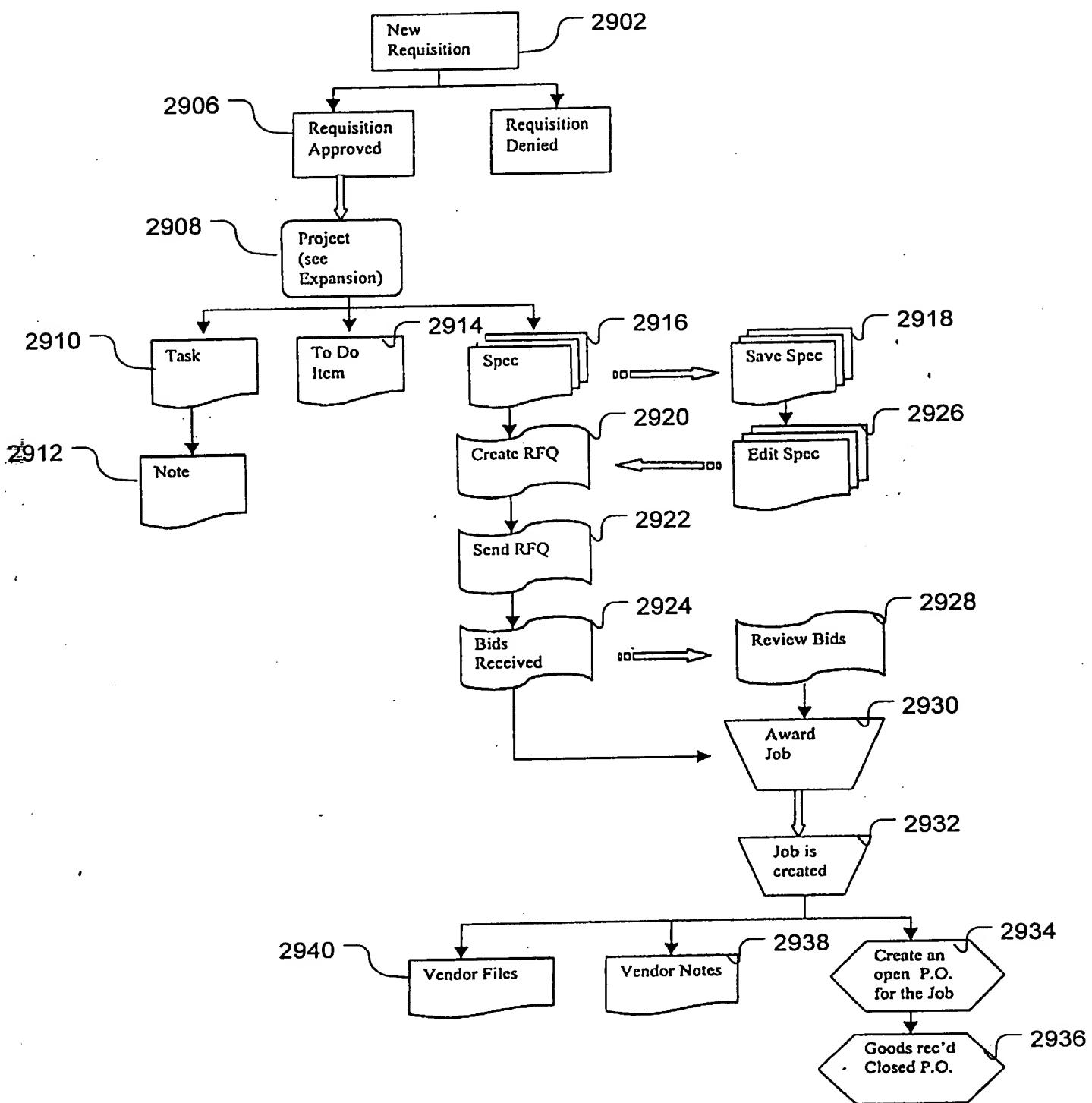
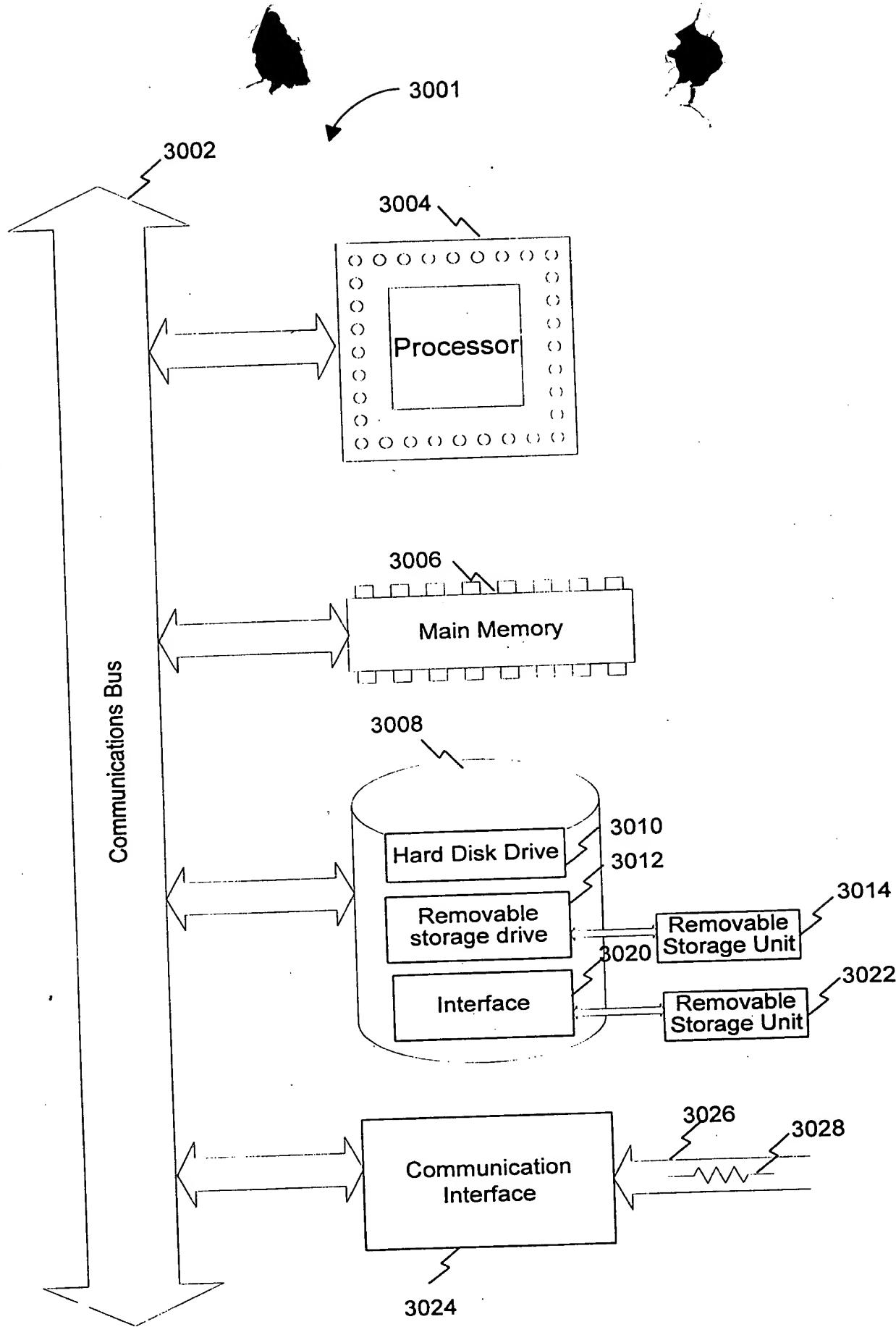


Fig. 29



**Fig. 30**